amazon business

Amazon Business Requisitioner Training



Kain Anderson

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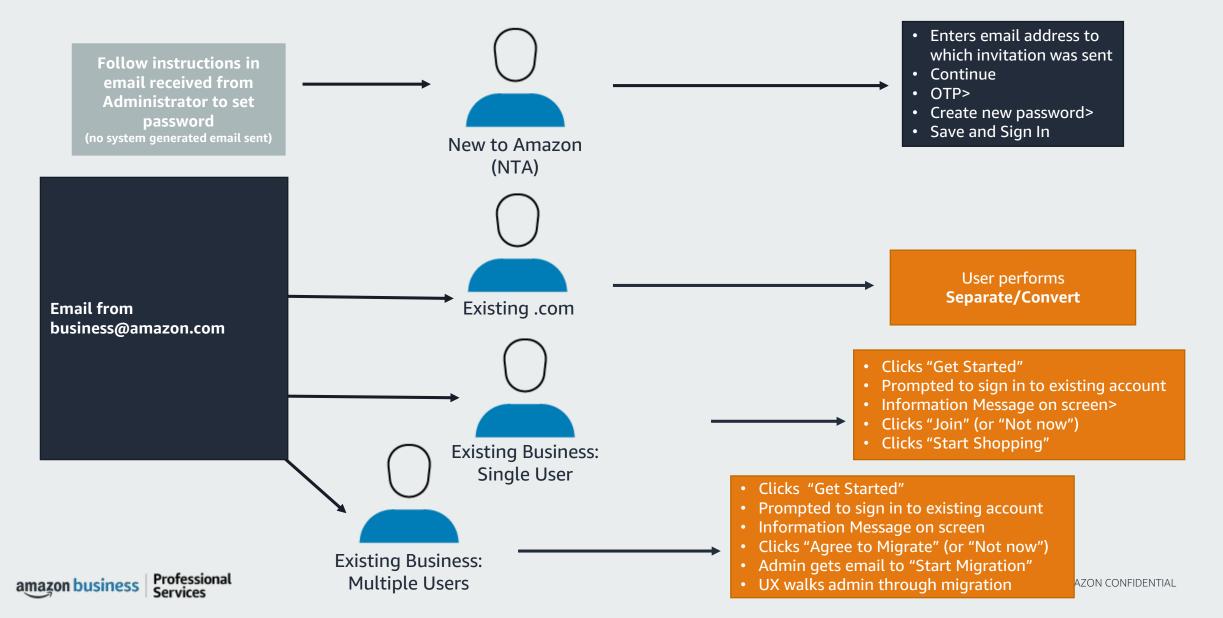
State of Idaho Goals

Goals

- Not a statewide contract -- another way for agencies to leverage the benefits of an enterprise-level Amazon Business account for Amazon Purchases;
- Agencies will be able to purchase non contracted items under the competitive threshold.
- Another purchasing option that allows for agencies to take advantage of the wide product selection and competitive pricing;
- Benefits include:
 - Statewide Amazon Business Prime, paid for by DOP
 - Free 2-Day shipping on Prime-eligible items
 - Access to millions of additional products, available only to Business customers
 - Business-specific pricing, including quantity discounts on eligible items
 - Access to a specialized Amazon Business Customer Service team
 - Enhanced reporting
- DOP will not enforce any restrictions or hold agencies accountable for purchasing items that are available on a Statewide Contract;
- Going forward, all STATE OF IDAHO purchase card holders in Agencies subject to DOP's authority must use the central STATE OF IDAHO Amazon Business account for all Amazon Business purchases

Join the Amazon Business Account

Registration Scenarios



Invitations

How do Invitations Work?

- An invitation emails are sent from <u>business@amazon.com</u> when your Administrator adds you to the business account.
- Invitations are tied to your work email address and cannot be changed.
- You must accept the invitation in order to join the account.
- Invitations are valid for 90 days.

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Activate your account

Welcome to Amazon Business!

has selected Amazon Business as an approved supplier for purchasing.

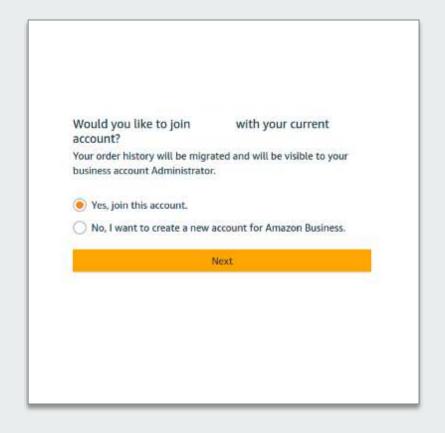
, your Amazon Business administrator, has invited you to join the account - click to activate now.

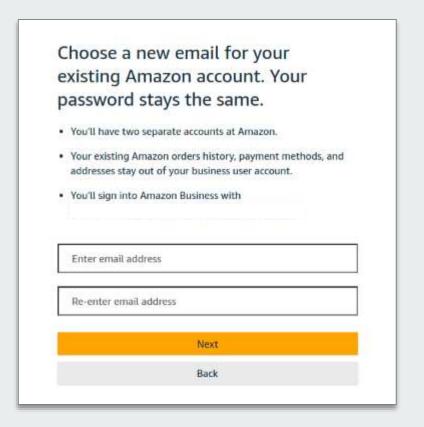
Enjoy Amazon Business!

Help

Please note: This email message was sent from a notification-only address that cannot accept incoming email. Please do not reply to this email.

Existing Account with Work Email





Existing Business Account with Work Email

Join

Not now

- When user clicks on "Get Started", he/she is taken to a page to download order history and start the process of moving.
- With one-click, the account is automatically de-registered and user is automatically added to the official account
- Same user credentials work, no password reset needed!

You have been invited by admin@workemail.com :o join the official account for • You will be part of a group with a role as specified by your administrator • Your order history from this account, Amazon, will be preserved in the official account • You will continue to sign in with the same email and password • Administrators of the official account will be able to see your order history • You will receive a prorated refund of your Business Prime Membership If this account is not associated with giardia, you are encouraged to go to the account settings and change the email you use to access this account so that it is no longer associated with amazon.com.

Shopping on Amazon Business

Amazon Business Benefits

Business Prime Shipping

• Once Business Prime Shipping has been purchased, it provides Free Two-Day Shipping on eligible items for all users in the business account. There are multiple pricing tiers to meet the needs of businesses of all sizes. Click to learn more.

Buying Policies

• Customize Amazon Business to your organization's buying standards and procedures. Features include approval workflows, negotiated pricing, and preferred suppliers and preferred products.

Business-Only Selection

• Business-only selection refers to items and offers that are only available for purchase by Amazon Business customers

Amazon Business Analytics

• Use Amazon Business Analytics to view data about your orders, create and filter reports based on your business needs, and view both charts and tables. <u>Click</u> to learn more.

Amazon Business Discounts

There are a variety of discounts available on Amazon Business that your organization can take advantage of to unlock savings.

Business Pricing

• Business pricing is cheaper pricing available only for registered Amazon Business customers. No action is needed to turn on business pricing and is available on select items.



Quantity Discounts

• Quantity Discounts are volume-tiered discounts, only available for registered Amazon Business customers. Quantity discounts appear on the product detail page and users can review the tiered discounts available.



Subscribe & Save

• Subscribe & Save is part of the Amazon Recurring Delivery program. Customers can subscribe to eligible Subscribe & Save items and get a 5% discount for their new subscriptions.



Search & Browse Optimization

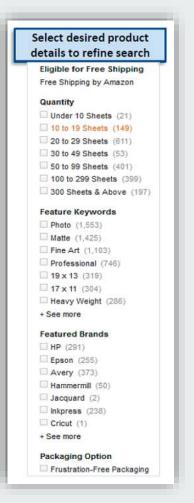
Optimizing search functions in Amazon Business allows you to find the best products to meet your needs and compare prices to find the best value

 Amazon is the "everything store." With such a large selection, we do our best to make it easy for you and your end users to find what you're looking for.

Recommended filters:

- Business Sellers
- Prime Eligible
- Brand
- Average Customer Review/Rating
- Diversity Credentials





Search Optimization

Optimizing search functions in Amazon Business allows you to find the best products to meet your needs and compare prices to find the best value

- Maximize Savings! Search All Departments & try using generic descriptors instead of brand names
- 2. Consider refining search results with filters available of left side of your screen, such as **Prime** or **Business Seller**
- 3. Sort results by options listed on the top left of your screen, such as Price: Low to High
- 4. In many cases, you can also Select **Quantity Discounts** to review quantity discounts and purchasing options
- 5. To compare offers, scroll down & select Used & new to pull up the Offer Listing page









Take Advantage of Amazon Prime Shipping Benefits

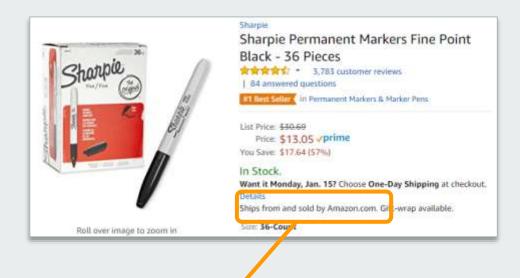
 An easy way to ensure that your products arrive on time and as expected, is to order products fulfilled directly from Amazon. All products clearly mark who the seller is on the product detail page.

<u>Prime Eligibility – Fulfilled by Amazon</u>

• Prime eligible items are fulfilled by Amazon. We recommend searching for prime eligible items.

What's not Included?

• Business Prime Shipping does not include additional Prime benefits such as Amazon Fresh, Pantry, Video, or Music.

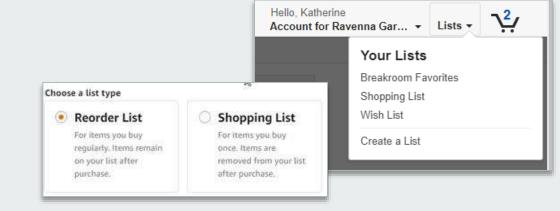


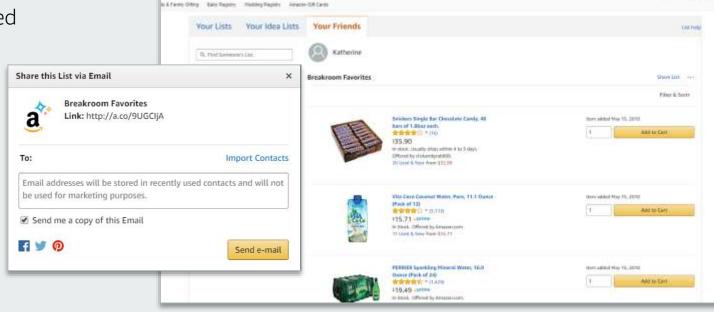
Ships from and sold by Amazon.com.

Reorder & Shopping Lists

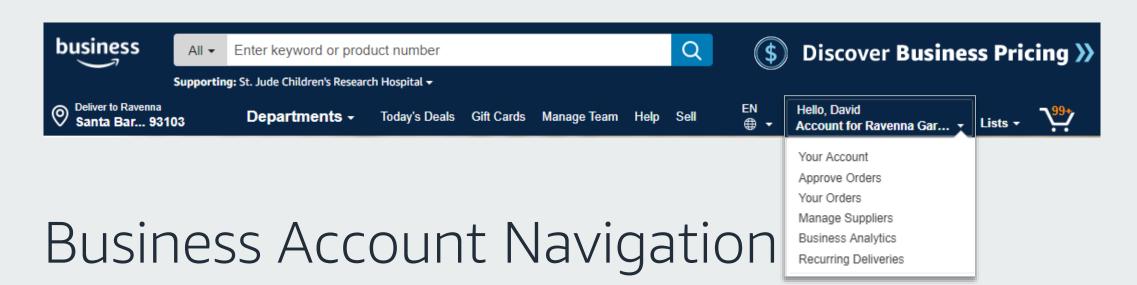
How do lists work on Amazon Business?

- Lists make it easy to keep track of the things you need and are easy to share with others. Any User on Amazon Business can create a shopping list
- Choose between multiple list types depending on if you want the items to remain on a list after they are ordered
- To share your list, create a public list and use the URL to email it directly to your desired audience
- When a list is shared with you, you can save it to your own account or make a copy to edit yourself





Business Account Navigation

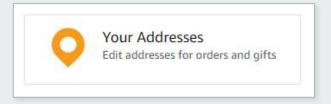


Page	Functionality
Your Account	Standard Amazon account information
Your Orders	View and track your orders. Administrations can view orders others have placed on behalf of the organization
Manage Suppliers	Easily find suppliers on Amazon Business and add them to your list of Saved Suppliers. <u>Learn more.</u>
Business Analytics	Create and filter custom reports based on your business needs to view your organization's orders
Recurring Deliveries	Have essential items delivered automatically, based on a schedule you choose. <u>Learn More</u> .

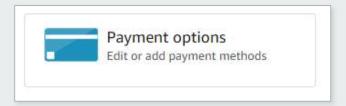
Account Configuration

Checkout

When checking out on Amazon Business, be sure to enter the appropriate payment and shipping details. This information can be entered in **Your Account** or during the checkout process



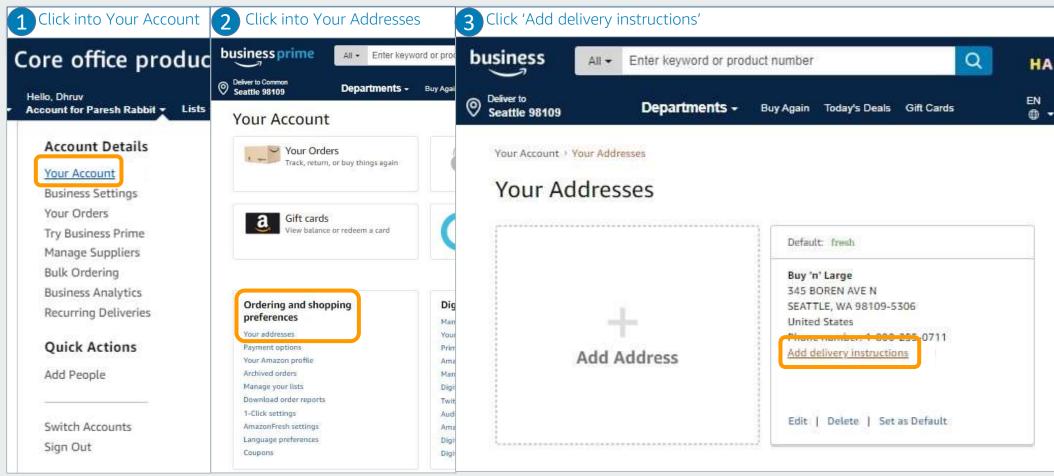
- Each time you add a new address, be sure to indicate if weekend deliveries can be accepted at that location. If in doubt, we recommend opting for week day deliveries only.
- Be sure to indicate if an access code is required to deliver to a specific address.
- Previously used ship to addresses will automatically be saved and made available during future checkouts.
- Ship to addresses can be audited by your account administrator at any time. Please be sure to comply with all purchasing rules and policies



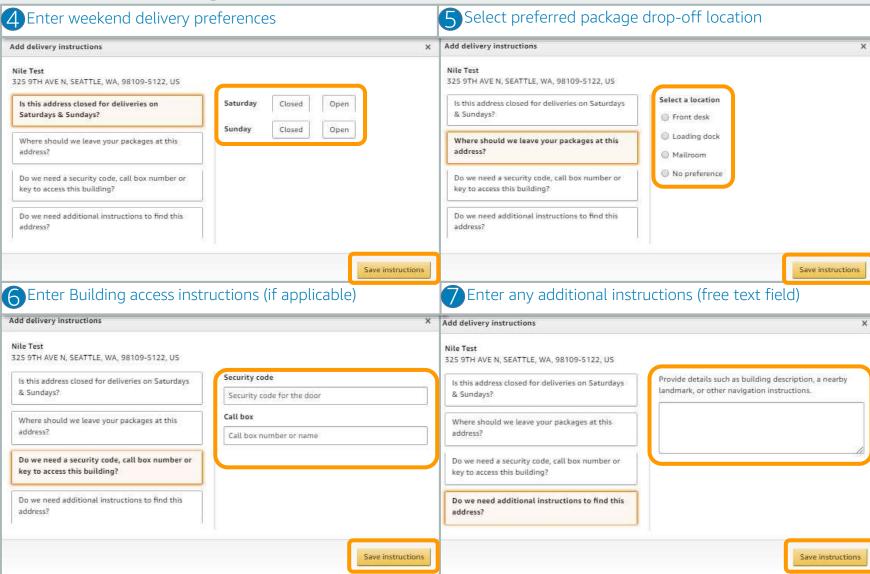
- Purchase cards are the recommended form of payment for the Amazon Business account.
- The Amazon Business account is intended for business purchases only. No purchases should be made on a personal credit card.
- If you have access and permission to use multiple different cards, multiple cards can be stored in your account information.
- Payment instruments are visible to your account administrator and can be audited.

Updating Your Address Preferences:

Your Account > Your Addresses > Edit Delivery Instructions



Updating Your Address Preferences

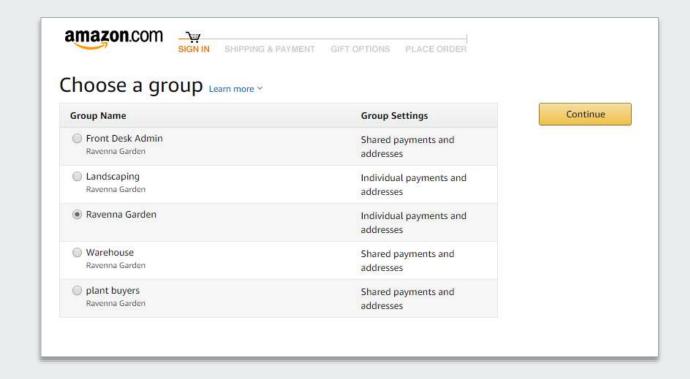


Checkout – Multiple Groups

Individuals who purchase on behalf of multiple departments may be a member of multiple account **groups** in order to keep reporting organized

End User Experience:

- Choose the group you wish to purchase on behalf of during the checkout process.
- Shipping and payment options may differ depending on the group you have selected during checkout.
- If you are a part of a large number of groups, you will also see the option to search.

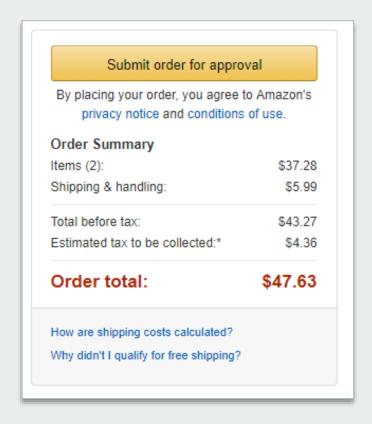


Approval Workflow

Some orders or all orders placed on the account may be subject to approval before being fulfilled

How do I order with Approvals configured?

- Depending on your role, some or all of your orders may require approval.
- There are no additional steps to take to submit your order for approval. Check out as you normally would and you will see the option at checkout.
- Your order will not be processed until it is approved by the appropriate approver. Keep this in mind for shipping timelines.
- You will be notified over email once your order is submitted and then again once your order has been approved and processed. Just as with a normal order on Amazon, you will also receive relevant shipping updates.
- If your order is not approved within 7 days, the order will automatically be canceled; however, the items in your order will not be deleted. If your order is canceled, you will need to submit the order again for approval.



Organization Restricted 📮

Your Account Administrator may restrict categories for purchase within Amazon Business based on your organization's buying policies

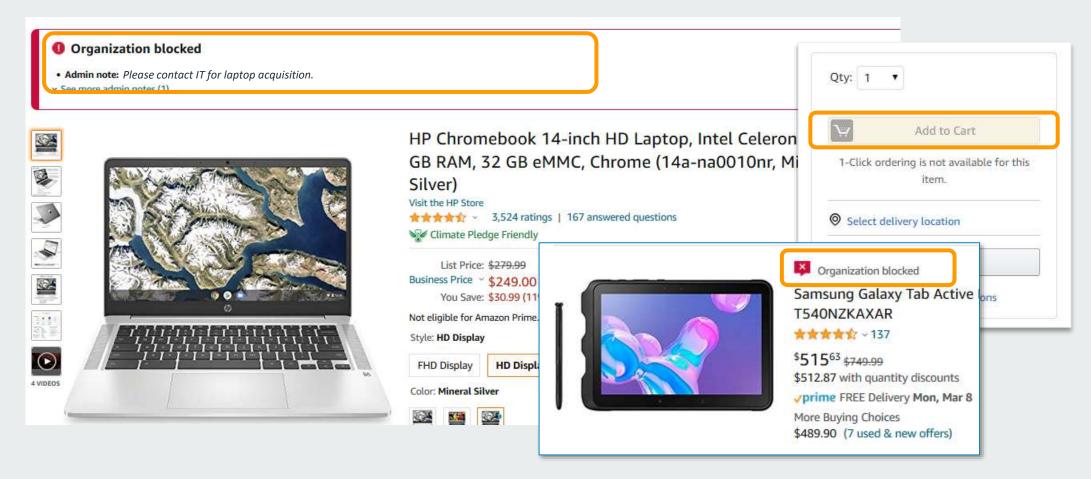


- Restricted products will be clearly marked throughout the buying process
- Purchases with Restricted items may require additional approval
- Administrators have direct visibility into any restricted purchases via Business Analytics



Organization Blocked 💆

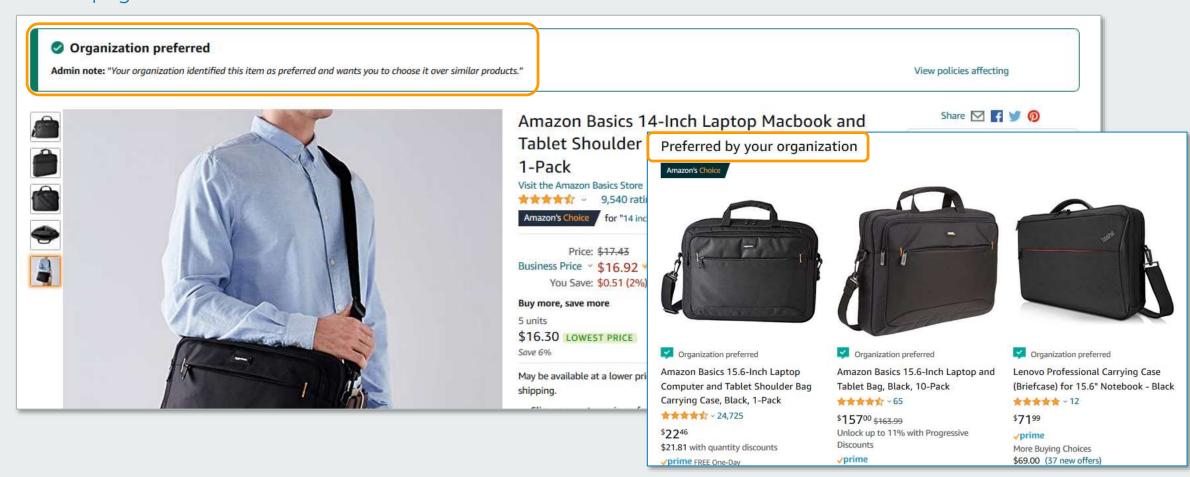
Your Administrator may block product categories that are prohibited based on your organization's buying policies. The "Add to Cart" option will appear greyed out for any product categories that are blocked.



Preferred Products >



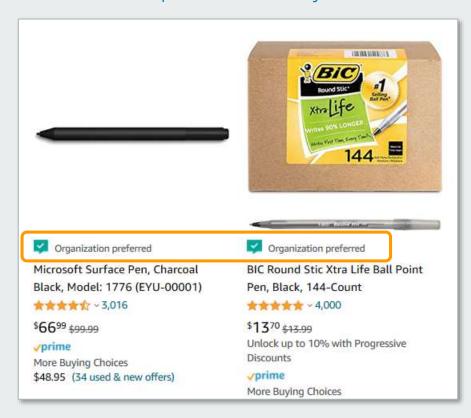
Your Account Administrator may mark specific products as preferred to ensure you can easily find them. This messaging is visible throughout the shopping experience, search results, and on product detail pages.

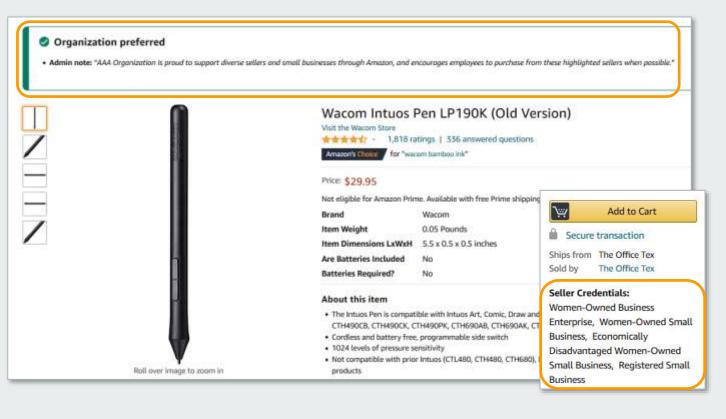


Highlighted Small & Diverse Sellers



In an effort to support diverse and small businesses through Amazon, your organization may highlight sellers with specific Diversity and Ownership credentials.





Business Analytics

Amazon Business Analytics

Amazon Business Analytics provides the ability to:

- Aggregate purchases to compare and track spend over time
- Monitor and track 60+ data fields including customer info, shipment info, payment info, and seller info
- Customize and save report templates to meet business needs
- Download CSV files to analyze your data in excel



Reports

Use our reports to get line-item details about your organization's orders and access important documents like invoices. Start with one of our curated reports, then customize it to your needs.

Reconciliation

Compare order and payment history to your records.

Shipments New

Get detailed shipping, product and seller info on an order.

Refunds

Track the payment, product, and status of a refund.

Orders

Get detailed payment, product and seller info on an order.

Returns

Monitor what items are being returned and the reasons why.

Related offers

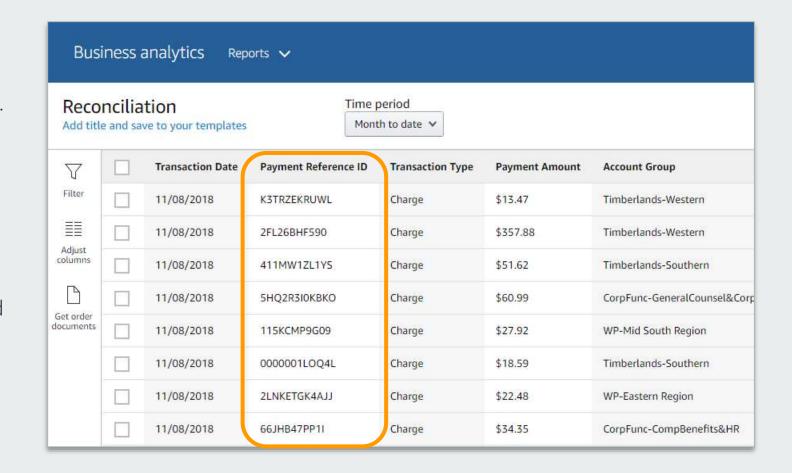
See what other offers were available at the time of an order.

Reporting & Reconciliation

Use the Reconciliation Report to view data including transaction info, customer info, and order info.

Simplify the reconciliation process by matching corporate credit card charges to each item in a shipment.

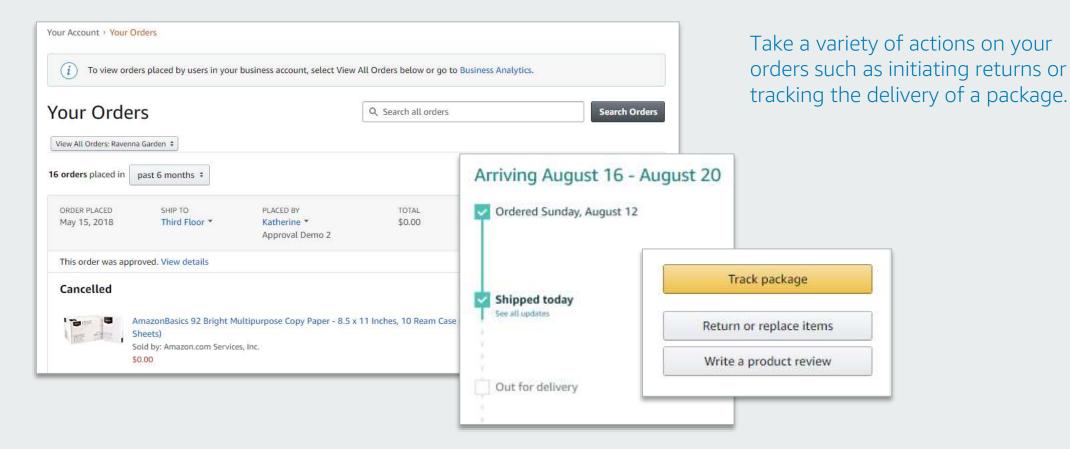
- Match the Payment
 Reference ID in the
 Reconciliation Report
 against your credit card
 statement
- Customize report columns and filters at the left to find required information



Your Orders

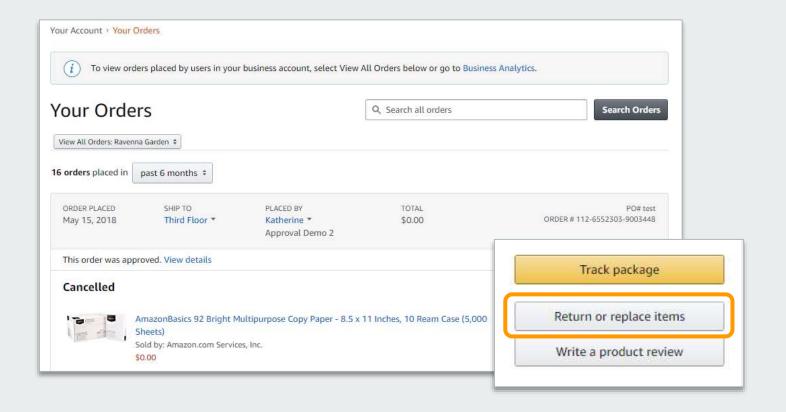
Your Orders

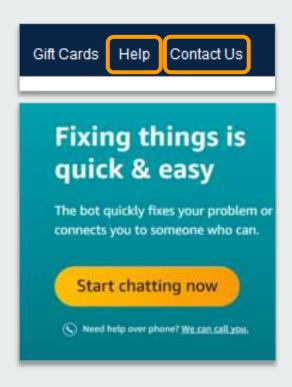
This section of the account provides additional detail regarding the status of all orders you have placed within the Business Account.



Return an Item

Navigate to Your Orders from the dropdown





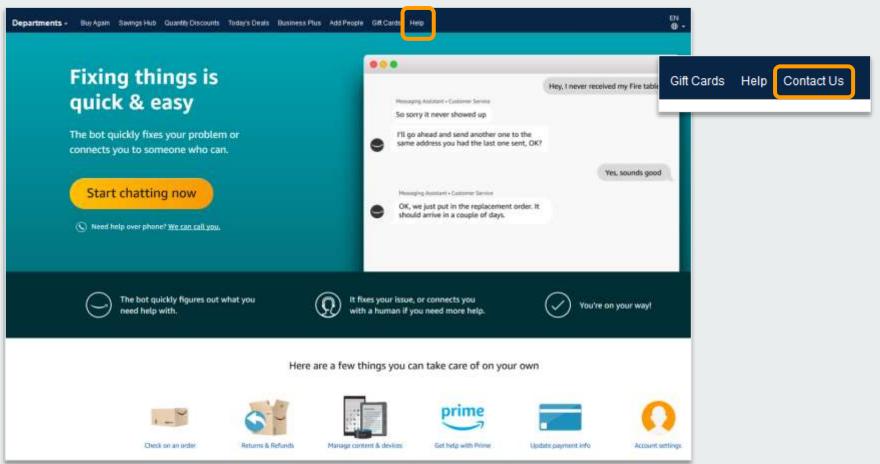


Business Customer Support

Business Customer Support

Dedicated U.S. based <u>Business Customer Support</u> can be reached a number of ways including email, chat and phone.

Not sure what you're looking for? Learn more about the features and benefits on Amazon Business HERE.





Common Customer Support Questions

See below for quick resolutions to frequently asked questions from your end users as well as contact information for a variety of support resources

Contact Business Customer Support: CLICK HERE

 Provides end users the option to call, email, or live chat. Please use this method of contact for anything relating to an order, transaction, charge, or shipment

Call Business Customer Support:

888. 281. 3847

Cancel an Individual Prime Membership:

- Your Account > Manage My Prime Membership > End Membership
- The end user must follow the steps to receive a pro-rated refund

Request a Tax Exemption Refund:

- Your Orders > Locate Order > Contact Seller > Request refund through email
- Additional tax queries can be emailed to <u>tax-exempt@amazon.com</u>

Your Customer Advisor – Lyle Newson – lsnewson@AMAZON.COM

• This person is your point of contact for anything related to the Amazon Business account structure, new features and functionality, and questions that do not fall into the above categories



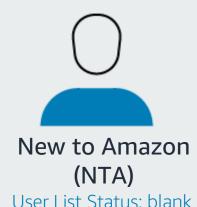
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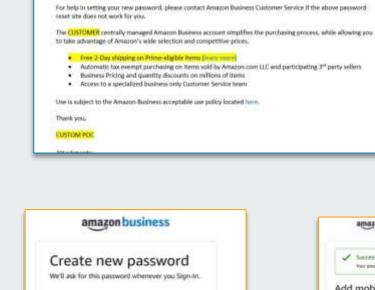
New to Amazon (NTA) Registration

Email Body

Dear USEIL

ACTION REQUIRED:

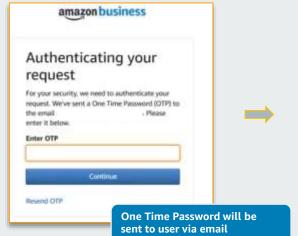




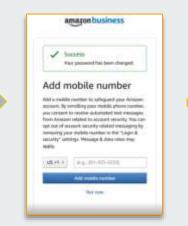
An Amazon Business account has been created on your behalf. Please set your password for your CUSTOMER-

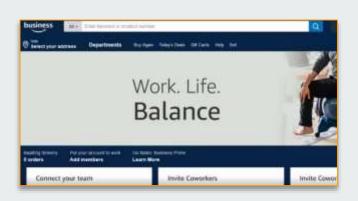
sanctioned Amazon Business account by visiting Amazon's passward reset site.











Existing Amazon.com Registration

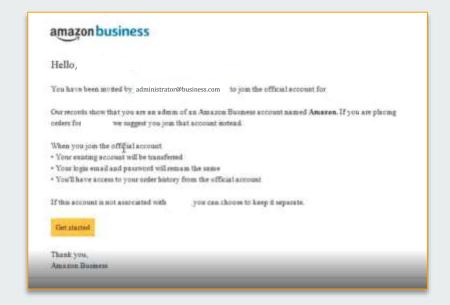


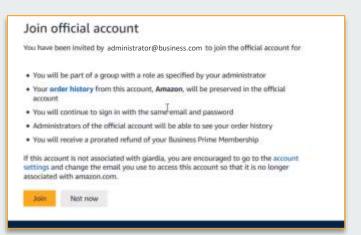
Existing Single User Business Account

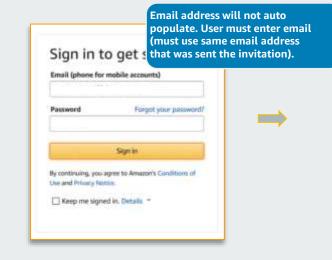


User List Status: pending merge - SUA

- Clicks "Get Started"
- Prompted to sign in to existing account
- Information Message on screen
- Clicks "Join" (or "Not now")
- Clicks "Start Shopping"









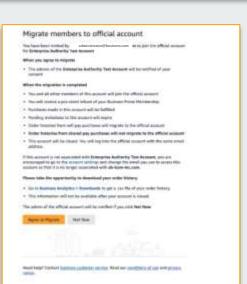


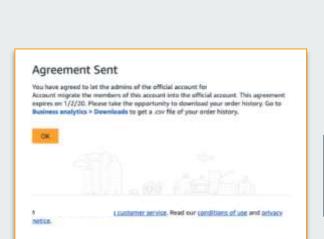
Existing Multi-User Business Account

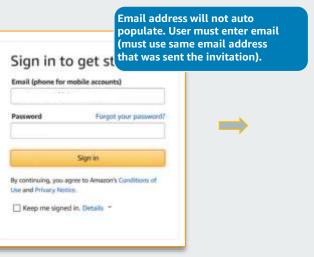


- Oser List Status. Perioring merge Mc
- Clicks "Get Started"
- Prompted to sign in to existing account
- Information Message on screen
- Clicks "Agree to Migrate" (or "Not now")
- Admin gets email to "Start Migration"
- UX walks admin through migration











User receives Welcome Email when admin migrates

